

Fuel Dealers: 2002

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2002 Economic Census

Retail Trade

Industry Series



U S C E N S U S B U R E A U

Helping You Make Informed Decisions

U.S. Department of Commerce
Economics and Statistics Administration
U.S. CENSUS BUREAU



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-- Not applicable for this report.

Table 1. Summary Statistics for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business	Estab- lishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of sales—	
							From admini- strative records ¹	Estimated ²
45431	Fuel dealers	11 089	23 929 448	3 129 499	799 103	99 811	12.2	9.8
454311	Heating oil dealers	4 681	14 649 877	1 730 184	442 502	51 246	14.4	7.5
454312	Liquefied petroleum gas (bottled gas) dealers	6 178	9 199 996	1 388 401	354 077	47 974	8.2	13.5
454319	Other fuel dealers	230	79 575	10 914	2 524	591	62.0	6.8

¹Includes sales information obtained from administrative records of other federal agencies.

²Includes sales information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

1997 NAICS code	Kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
45431	Fuel dealers 2002.. 1997..	11 089 12 532	23 929 448 22 622 249	3 129 499 2 755 293	99 811 103 778
454311	Heating oil dealers 2002.. 1997..	4 681 5 657	14 649 877 13 866 783	1 730 184 1 527 865	51 246 54 106
454312	Liquefied petroleum gas (bottled gas) dealers 2002.. 1997..	6 178 6 623	9 199 996 8 657 339	1 388 401 1 216 039	47 974 48 889
454319	Other fuel dealers 2002.. 1997..	230 252	79 575 98 127	10 914 11 389	591 783

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 3. Product Lines by Kind of Business for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line sales			Response coverage ² (percent)
			Number	Total sales (\$1,000)	Amount ¹ (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ¹	
45431		Fuel dealers	11 089	X	23 929 448	X	100.0	62.1
	20100	Groceries & other food items for human consumption off the premises, including bottled, canned, or packaged soft drinks; candy; gum; packaged snacks; etc.	208	715 640	40 582	5.7	.2	X
	20140	Packaged liquor, wine, & beer	38	73 396	3 955	5.4	Z	X
	20150	Cigars, cigarettes, tobacco, & smokers' accessories, excluding sales from vending machines operated by others	160	517 825	22 207	4.3	.1	X
	20160	Drugs, health aids, beauty aids, including cosmetics	9	54 644	293	.5	Z	X
	20190	Paper & related products, including paper towels, toilet tissue, wraps, bags, foils, etc.	7	7 764	293	3.8	Z	X
	20300	Major household appl, incl vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwaves, washers & dryers, outdoor gas grills, etc.	2 615	4 625 429	255 374	5.5	1.1	X
	20600	Hardware, tools, & plumbing & electrical supplies, including ceiling fans & light fixtures	342	1 072 024	163 328	15.2	.7	X
	20620	Lawn, garden, & farm equipment & supplies; cut flowers; plants & shrubs; fertilizers; animal feed, other than for pets; etc.	142	352 986	46 598	13.2	.2	X
	20640	Dimensional lumber & other building/structural materials & supplies, including heating stoves & prefabricated fireplaces; spas, hot tubs, & saunas; stock kitchen & bathroom cabinets to be installed	1 824	7 011 923	662 550	9.4	2.8	60.0
	20662	Heating & HVAC units; ductwork; heating stoves, including wood, kerosene, & oil; & prefabricated fireplaces	1 795	6 954 941	635 915	9.1	2.7	X
	20664	All other building/structural materials & supplies	116	485 744	26 635	5.5	.1	X
	20700	Autos, cars, vans, trucks, motorcycles, motor bikes & oth powered transportation vehicles, incl all outright sls plus fair sls value of all motor vehicles marketed under leases negotiated in 2002	39	56 049	5 369	9.6	Z	X
	20720	Automotive fuels	2 734	10 725 181	2 124 179	19.8	8.9	58.9
	20721	Unleaded regular gasoline	1 681	7 569 982	796 254	10.5	3.3	X
	20722	Unleaded mid-grade gasoline	1 052	5 507 844	161 156	2.9	.7	X
	20723	Unleaded premium gasoline	1 052	5 256 805	136 214	2.6	.6	X
	20724	Leaded gasoline	76	120 783	4 933	4.1	Z	X
	20725	Diesel fuel	2 330	9 177 950	1 003 750	10.9	4.2	X
	20726	Other automotive fuels	171	466 639	21 872	4.7	.1	X
	20730	Automotive lubricants, including oil, greases, etc.	932	3 268 098	150 329	4.6	.6	X
	20740	Automotive tires, tubes, batteries, parts, accessories	475	1 370 322	101 605	7.4	.4	X
	20780	Household fuels, including oil, LP gas, wood, coal	11 089	23 929 448	18 991 821	79.4	79.4	60.6
	20781	LP gas, including bulk & bottled	7 128	14 052 328	8 878 055	63.2	37.1	X
	20782	Kerosene	2 717	9 311 124	454 482	4.9	1.9	X
	20783	No. 2 distillate fuel oil	4 624	14 929 469	8 731 867	58.5	36.5	X
	20784	Other distillate fuel oil, including nos. 1 & 4	729	3 354 980	402 538	12.0	1.7	X
	20785	Residual fuel oil, including nos. 5 & 6	332	1 716 982	353 993	20.6	1.5	X
	20786	Coal	173	239 531	36 974	15.4	.2	X
	20787	Wood	177	98 628	56 671	57.5	.2	X
	20788	Other household fuels	69	418 092	77 241	18.5	.3	X
	20790	Crude oil	27	38 759	14 306	36.9	.1	X
	20800	Pets, pet foods, & pet supplies	10	16 994	293	1.7	Z	X
	20850	All other merchandise	69	125 131	7 437	5.9	Z	X
	29810	All other merchandise	1 320	2 913 806	160 950	5.5	.7	X
	29900	All nonmerch rcpts, incl all rcpts from customers for parts installed in repair & charges for dely, repair, maint, storage, installation, on-site const, rental/lease of tools/equip & oth svc provided	5 517	13 734 952	1 170 376	8.5	4.9	59.5
	29904	Labor charges for work perf by this estab, incl alteration charges; charges for auto & oth rep, maint, install, const, alteration, etc.; rcpts from landscaping; & rcpts from heater rep/install	4 723	11 887 349	808 799	6.8	3.4	X
	29978	All other nonmerchandise receipts, including receipts from customers for parts installed in repair & charges for delivery, storage, etc.	3 594	7 890 636	361 577	4.6	1.5	X
454311		Heating oil dealers	4 681	X	14 649 877	X	100.0	54.3
	20100	Groceries & other food items for human consumption off the premises, including bottled, canned, or packaged soft drinks; candy; gum; packaged snacks; etc.	174	590 244	36 626	6.2	.3	X
	20140	Packaged liquor, wine, & beer	38	73 396	3 955	5.4	Z	X
	20150	Cigars, cigarettes, tobacco, & smokers' accessories, excluding sales from vending machines operated by others	141	443 305	19 631	4.4	.1	X
	20160	Drugs, health aids, beauty aids, including cosmetics	9	54 644	293	.5	Z	X
	20190	Paper & related products, including paper towels, toilet tissue, wraps, bags, foils, etc.	7	7 764	293	3.8	Z	X
	20300	Major household appl, incl vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwaves, washers & dryers, outdoor gas grills, etc.	66	506 446	26 810	5.3	.2	X
	20600	Hardware, tools, & plumbing & electrical supplies, including ceiling fans & light fixtures	90	660 416	144 744	21.9	1.0	X
	20620	Lawn, garden, & farm equipment & supplies; cut flowers; plants & shrubs; fertilizers; animal feed, other than for pets; etc.	82	239 525	37 065	15.5	.3	X
	20640	Dimensional lumber & other building/structural materials & supplies, including heating stoves & prefabricated fireplaces; spas, hot tubs, & saunas; stock kitchen & bathroom cabinets to be installed	1 127	5 857 607	604 026	10.3	4.1	52.4
	20662	Heating & HVAC units; ductwork; heating stoves, including wood, kerosene, & oil; & prefabricated fireplaces	1 114	5 823 281	581 883	10.0	4.0	X
	20664	All other building/structural materials & supplies	55	383 498	22 143	5.8	.2	X
	20700	Autos, cars, vans, trucks, motorcycles, motor bikes & oth powered transportation vehicles, incl all outright sls plus fair sls value of all motor vehicles marketed under leases negotiated in 2002	23	45 561	4 541	10.0	Z	X
	20720	Automotive fuels	2 339	9 716 677	1 900 713	19.6	13.0	51.4
	20721	Unleaded regular gasoline	1 424	6 850 354	701 781	10.2	4.8	X
	20722	Unleaded mid-grade gasoline	923	5 164 025	150 175	2.9	1.0	X
	20723	Unleaded premium gasoline	930	4 784 492	123 356	2.6	.8	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line sales			Response coverage ² (percent)
			Number	Total sales (\$1,000)	Amount ¹ (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ¹	
454311		Heating oil dealers—Con.						
	20720	Automotive fuels—Con.						
	20724	Leaded gasoline.....	69	99 887	4 258	4.3	Z	X
	20725	Diesel fuel.....	2 073	8 429 509	902 212	10.7	6.2	X
	20726	Other automotive fuels.....	87	349 703	18 931	5.4	.1	X
	20730	Automotive lubricants, including oil, greases, etc.....	774	2 836 802	138 737	4.9	.9	X
	20740	Automotive tires, tubes, batteries, parts, accessories.....	292	1 122 474	92 589	8.2	.6	X
	20780	Household fuels, including oil, LP gas, wood, coal.....	4 681	14 649 877	10 662 543	72.8	72.8	52.1
	20781	LP gas, including bulk & bottled.....	950	4 852 332	786 789	16.2	5.4	X
	20782	Kerosene.....	2 492	8 720 925	439 297	5.0	3.0	X
	20783	No. 2 distillate fuel oil.....	4 378	14 168 629	8 624 186	60.9	58.9	X
	20784	Other distillate fuel oil, including nos. 1 & 4.....	658	3 135 806	383 532	12.2	2.6	X
	20785	Residual fuel oil, including nos. 5 & 6.....	314	1 686 494	350 051	20.8	2.4	X
	20786	Coal.....	89	203 487	12 048	5.9	.1	X
	20787	Wood.....	9	23 000	4 691	20.4	Z	X
	20788	Other household fuels.....	50	389 247	61 949	15.9	.4	X
	20790	Crude oil.....	23	29 007	9 522	32.8	.1	X
	20800	Pets, pet foods, & pet supplies.....	10	16 994	293	1.7	Z	X
	20850	All other merchandise.....	54	106 358	4 395	4.1	Z	X
	29810	All other merchandise.....	410	1 597 716	97 131	6.1	.7	X
	29900	All nonmerch rcpts, incl all rcpts from customers for parts installed in repair & charges for dely, repair, maint, storage, installation, on-site const, rental/lease of tools/equip & oth svc provided.....	2 014	8 323 181	859 379	10.3	5.9	52.1
	29904	Labor charges for work perf by this estab, incl alteration charges; charges for auto & oth rep, maint, install, const, alteration, etc.; rcpts from landscaping; & rcpts from heater rep/install.....	1 815	7 414 123	663 638	9.0	4.5	X
	29978	All other nonmerchandise receipts, including receipts from customers for parts installed in repair & charges for delivery, storage, etc.....	942	3 727 120	195 741	5.3	1.3	X
454312		Liquefied petroleum gas (bottled gas) dealers.....	6 178	X	9 199 996	X	100.0	74.9
	20100	Groceries & other food items for human consumption off the premises, including bottled, canned, or packaged soft drinks; candy; gum; packaged snacks; etc.....	34	125 396	3 956	3.2	Z	X
	20150	Cigars, cigarettes, tobacco, & smokers' accessories, excluding sales from vending machines operated by others.....	19	74 520	2 576	3.5	Z	X
	20300	Major household appl, incl vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwaves, washers & dryers, outdoor gas grills, etc.....	2 546	4 116 170	227 606	5.5	2.5	X
	20600	Hardware, tools, & plumbing & electrical supplies, including ceiling fans & light fixtures.....	252	411 608	18 584	4.5	.2	X
	20620	Lawn, garden, & farm equipment & supplies; cut flowers; plants & shrubs; fertilizers; animal feed, other than for pets; etc.....	46	105 984	8 004	7.6	.1	X
	20640	Dimensional lumber & other building/structural materials & supplies, including heating stoves & prefabricated fireplaces; spas, hot tubs, & saunas; stock kitchen & bathroom cabinets to be installed.....	687	1 150 643	57 775	5.0	.6	72.2
	20662	Heating & HVAC units; ductwork; heating stoves, including wood, kerosene, & oil; & prefabricated fireplaces.....	674	1 130 093	53 874	4.8	.6	X
	20664	All other building/structural materials & supplies.....	54	99 968	3 901	3.9	Z	X
	20700	Autos, cars, vans, trucks, motorcycles, motor bikes & oth powered transportation vehicles, incl all outright sls plus fair sls value of all motor vehicles marketed under leases negotiated in 2002.....	16	10 488	828	7.9	Z	X
	20720	Automotive fuels.....	395	1 008 504	223 466	22.2	2.4	71.2
	20721	Unleaded regular gasoline.....	257	719 628	94 473	13.1	1.0	X
	20722	Unleaded mid-grade gasoline.....	129	343 819	10 981	3.2	.1	X
	20723	Unleaded premium gasoline.....	122	472 313	12 858	2.7	.1	X
	20724	Leaded gasoline.....	7	20 896	675	3.2	Z	X
	20725	Diesel fuel.....	257	748 441	101 538	13.6	1.1	X
	20726	Other automotive fuels.....	84	116 936	2 941	2.5	Z	X
	20730	Automotive lubricants, including oil, greases, etc.....	158	431 296	11 592	2.7	.1	X
	20740	Automotive tires, tubes, batteries, parts, accessories.....	183	247 848	9 016	3.6	.1	X
	20780	Household fuels, including oil, LP gas, wood, coal.....	6 178	9 199 996	8 257 741	89.8	89.8	74.5
	20781	LP gas, including bulk & bottled.....	6 178	9 199 996	8 091 266	87.9	87.9	X
	20782	Kerosene.....	221	589 628	14 616	2.5	.2	X
	20783	No. 2 distillate fuel oil.....	246	760 840	107 681	14.2	1.2	X
	20784	Other distillate fuel oil, including nos. 1 & 4.....	64	212 796	14 203	6.7	.2	X
	20785	Residual fuel oil, including nos. 5 & 6.....	14	29 808	3 633	12.2	Z	X
	20788	Other household fuels.....	15	28 796	15 277	53.1	.2	X
	20850	All other merchandise.....	12	15 272	2 484	16.3	Z	59.7
	20883	All other merchandise.....	12	15 272	2 484	16.3	Z	X
	29810	All other merchandise.....	893	1 310 631	63 387	4.8	.7	X
	29900	All nonmerch rcpts, incl all rcpts from customers for parts installed in repair & charges for dely, repair, maint, storage, installation, on-site const, rental/lease of tools/equip & oth svc provided.....	3 476	5 398 282	307 185	5.7	3.3	71.6
	29904	Labor charges for work perf by this estab, incl alteration charges; charges for auto & oth rep, maint, install, const, alteration, etc.; rcpts from landscaping; & rcpts from heater rep/install.....	2 891	4 461 788	142 488	3.2	1.5	X
	29978	All other nonmerchandise receipts, including receipts from customers for parts installed in repair & charges for delivery, storage, etc.....	2 635	4 156 569	164 697	4.0	1.8	X
454319		Other fuel dealers.....	230	X	79 575	X	100.0	21.5

¹Product line sales and/or product line percents may not sum to totals due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.

²Sales of establishments reporting product line sales as percent of total sales.

Table 3. **Product Lines by Kind of Business for the United States: 2002—Con.**

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 4. Concentration by Largest Firms for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business and largest firms based on sales	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
45431	Fuel dealers						
	All firms	11 089	23 929 448	100.0	3 129 499	799 103	99 811
	4 largest firms	1 832	3 782 259	15.8	527 460	139 984	16 140
	8 largest firms	2 427	5 204 278	21.7	745 403	197 196	22 850
	20 largest firms	2 646	6 836 489	28.6	941 141	250 399	28 015
	50 largest firms	3 188	8 791 221	36.7	1 131 177	298 589	34 032
454311	Heating oil dealers						
	All firms	4 681	14 649 877	100.0	1 730 184	442 502	51 246
	4 largest firms	116	1 468 707	10.0	214 207	57 161	4 980
	8 largest firms	181	2 083 976	14.2	282 495	76 839	6 792
	20 largest firms	270	3 186 657	21.8	401 692	108 025	9 883
	50 largest firms	351	4 599 057	31.4	497 341	132 455	12 829
454312	Liquefied petroleum gas (bottled gas) dealers						
	All firms	6 178	9 199 996	100.0	1 388 401	354 077	47 974
	4 largest firms	2 110	3 689 886	40.1	501 420	132 559	16 669
	8 largest firms	2 592	4 262 297	46.3	600 660	157 250	20 084
	20 largest firms	2 955	4 807 752	52.3	676 834	177 213	22 875
	50 largest firms	3 185	5 396 398	58.7	754 098	197 193	25 398
454319	Other fuel dealers						
	All firms	230	79 575	100.0	10 914	2 524	591
	4 largest firms	4	10 558	13.3	1 389	295	51
	8 largest firms	8	15 589	19.6	1 772	360	64
	20 largest firms	20	27 853	35.0	3 492	752	136
	50 largest firms	50	48 289	60.7	5 798	1 267	241

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.